

## MR. HALSTEAD'S CRITICISM

## AMERICAN EFFORTS TO GAIN FOREIGN MARKETS.

## Abandon the Common Sense Methods Utilized to Obtain Custom in This Country.

Consul Halstead, at Birmingham, in a report to the State Department, criticizes American commercial methods as follows: "American manufacturers and merchants frequently open correspondence with United States consuls with the sentence, 'Being desirous of taking advantage of the rapidly growing demand for American products, etc.' There is for American goods no foreign demand of the shake-the-tree kind these inquirers have in mind. The sales of our goods of all kinds are based on the merits and low prices of the articles, after energetic salesmen have made active demonstration of good points. I cannot understand the mental attitude of those American manufacturers who employ traveling salesmen to get trade in America, paying good salaries and allowing liberal sums for traveling expenses, yet wish to do business by correspondence in foreign countries. Why do they imagine they can trade successfully in Great Britain, Germany, or any other European country without employing their own travelers, when the necessity of having them is the first principle of their home business?"

The addition of a whole province of water covered land to the kingdom of the Netherlands is the subject of reports received at the State Department from Consul Hill at Amsterdam and Consul General Guenther at Frankfurt, Germany. The plan, which has been proposed in the Netherlands, has in view the closing of the Zuider Zee, which for centuries is said to have been more harmful than helpful to Holland, by a dike running from the North Holland coast to the island of Wieringen, and thence to the Persian coast. The part of the bay thus encompassed will be gradually drained, and it is thought that in eighteen years 115,000 acres of fertile land can be recovered. The total cost of the work is estimated at about \$10,000,000, which includes an indemnity of \$1,000,000 to be paid to Zuider Zee fishermen robbed of their vocation. The completion of the entire work is expected to produce 500,000 acres of soil valued at \$20,000,000. It is intended to call this twelfth province of the Netherlands, Wilhelminaland, after the young queen.

The recently imposed export duties on Colombian products weigh heavily upon the export trade, says Consul General Guenther at Cartagena in a report to the State Department, and they have appealed for the suspension of the duties. In the event of refusal, the consular states, and the loss will be inflicted upon live stock shippers, as they have contracts with dealers in Cuba, and the prices in the island are such that the Colombian trade cannot stand any export tax at all. The effect upon other products will also be serious, it is stated.

The steady decline of the German leather industry, which the German claim is due solely to the low import tariff on the foreign product, is really due to the vast superiority of American leather, according to Consul Schumann, at Mainz, in a report to the State Department. In spite of a thorough study of American methods in this regard and factories built on the American plan, he says, the Germans cannot duplicate the American article.

The prospects are that the trade of Paraguay with the United States will have reached an unprecedented volume by the expiration of the present year, according to a communication received at the State Department from United States Consul Kuffin, at Asuncion.

An imperial ukase from the czar decrees the building by the government of the Russian Northern railway, which is to connect St. Petersburg, Tselin, Tcherpoztz, Valdoga, Bul, Galtch and Viatka, according to a communication received at the State Department from Deputy Consul General Hanauer, at Frankfurt, Germany.

## TO OVERHAUL THE NEWARK.

## Changes Proposed That Will Be Virtually a Rebuilding.

The cruiser Newark, homeward bound from the Philippines, last heard of while passing through the Mediterranean sea, when it reached this country will go to the Boston navy yard for a general overhauling, which will virtually be a rebuilding of the ship. Despite the fact that the ship was constructed only a decade ago, it is not regarded by naval officials as good as a cruiser as the present ships of her class. To carry out the plans relative to the ship the government will be put to an expense of \$500,000. Upon arrival at New York, to which port the Newark comes from Gibraltar, the crew will be discharged and the ship allowed to proceed to Boston, where it is expected she will remain for a year. There are a number of other ships in Manila that will shortly come to this country for an overhauling.

Word has been received that the cruiser Olympia, now undergoing repairs at Boston, will be available for service the latter part of the summer. She will be assigned to the North Atlantic station. The San Francisco and the Boston will also be ready for service about the same time.

## HORSE DISEASE IN NEW YORK.

## Estimated That Over 10,000 Animals Are Stricken.

The New York World of today says: A peculiar malady, hitherto unknown to veterinary surgeons has attacked horses of every degree in this city since last Saturday. In that time over ten thousand horses have been laid low by the disease, and the number is increasing with such rapidity that owners are alarmed.

According to Superintendent Hankinson of the Society for the Prevention of Cruelty to Animals, so serious is the state of affairs that unless the malady is speedily checked, oxen will have to draw vehicles about the city.

Not since 1874, when an outbreak of epizootic attacked horses here, has the condition been as serious as it is today. "The symptoms of the disease," Superintendent Hankinson told a World reporter yesterday, "are a sort of lassitude, a well-developed cold, a grip, fever, etc. Henderson, who has been treating horses at the New York Veterinary Hospital, informs me that over 2,000 horses have been cured for in that institution since the disease began to spread. Almost every stable in the city has been affected by it, and reports are coming in constantly.

"The malady is more likely than anything else I know of. It attacks horses of every degree and station. The valuable high-stepper and the West street truck horses are alike affected."

"In 1874 oxen had to be used for draught animals if the disease keeps up a short time longer a like condition will prevail."

Mr. Hankinson said he wanted to warn all drivers that as soon as the disease manifests itself the animal should be taken from the shafts, wherever they may be, and taken back to the stable to receive immediate treatment.

The reports of the leading veterinary surgeons show that thus far the disease has not taken a dangerous form where treatment has been immediately applied. It has been found that in most cases the disease lasts from three to five days, but the cold will continue for ten days or two weeks.

"Every bit of work the horse does after he is attacked by the disease," Superintendent Hankinson stated, "tends to add to his weakness and lessen his vitality."

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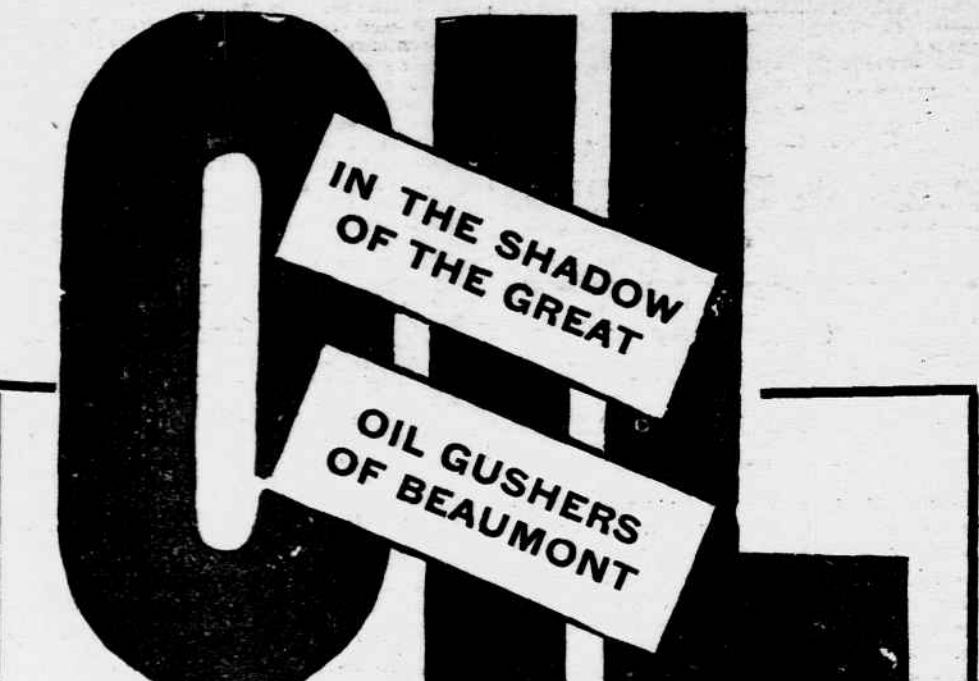
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# LAST CALL!

## All Orders Must Be Dated Not Later Than June 29.

### Properties of Federal Crude Oil Co. Located in Richest Region on Earth.

Within an area of 250 acres in the Beaumont Oil District are eleven great gushers, each averaging 50,000 to 75,000 barrels of oil daily, and each making a net profit of over \$10,000,000 yearly. Would you share in these enormous profits? Then invest in the stock of the Federal Crude Oil Company.

- 1-Property owned free and unincumbered—title perfect.
- 2-Property located within 400 to 500 yards of famous Lucas, Higgins and other oil gushers.
- 3-Management and director's the strongest in Texas.
- 4-Company capitalized conservatively—only \$450,000.
- 5-Treasury strong, with stockholders' interests fully protected.
- 6-Company fully equipped with machinery and now boring for oil.

We only ask you to investigate these facts. There are 10,000 people in Beaumont who have seen our property and its location, and all include with us in the belief that inside of 60 or 70 days we will have a great oil gusher, at which time this stock will be worth from \$2.00 to \$5.00 PER SHARE.

We offer for public subscription 50,000 shares of Federal Capital Stock at the original subscription price of

## 30c. Per Share

payable 20% cash with order, balance on or before June 29.

Price of Stock Advances to 40c. Per Share July 1st.

To secure any of the first allotment immediate action will be necessary. Subscriptions will be awarded in the order in which they are received. Use as sound judgment in your investment as does the able lawyer in his arguments or the successful merchant in his business transactions.

If you will send for "Story of the Richest Region on Earth" you will be convinced of the genuineness of this proposition and the integrity of our management.

We fully believe every dollar invested in Federal Crude Oil Stock will be worth from \$10 to \$20 in three months. SEND 20% OF AMOUNT YOU WISH TO SUBSCRIBE FOR WITH YOUR ORDER, BALANCE PAYABLE ON OR BEFORE JUNE 29.

Make all remittances, drafts, money or express orders payable to

## MORRILL SMITH & CO.,

2 Water St., Boston, Mass.

10% to 20% Dividends Assured With Safety of Principal

1,000% Profit on Investment Within a Reasonable Time.

The foregoing has reference to one of the most desirable mining propositions ever opened to the investors of this country.

For full particulars address

## The Exploration Co. of New York.

"A legitimate channel through which conservative investors may safely enter properly managed and remunerative mining enterprises."

EXAMINATION OF MINES. AUDITING OF MINING ENTERPRISES. CRITICALLY SELECTED PROPERTIES FINANCED.

FRED'K G. CORNING, M. E., President. THOS. J. HURLEY, Vice President.

C. VAN RENSSLAER COGSWELL, Sec'y and Treas.

MILLS BLDG., 15-17 BROAD ST., NEW YORK.

## MONEY TO LOAN

4% and 5% ON DISCOUNT REAL ESTATE.

RATE OF INTEREST REGULATED BY CHARACTER OF SECURITY.

R. O. Holtzman, 10th and F sts. n.w.

WASHINGTON, D. C., June 22, 1901.

The National Union Insurance Co. of Washington has declared a semi-annual dividend of five per cent, payable on and after the 1st day of July, 1901. Books for the transfer of stock will be closed from June 24 to July 2.

JOSEPH D. LARKIN, Secretary.

Suddenly, as he was about 200 feet up, he heard a snapping sound above him. The ropes of the netting gave way, and he crashed out of it. He fell so close to some telephone and telegraph wires that the netting that trailed behind him dragged upon them slightly and lessened his speed in the last forty feet.

"I fell down like a rag, of course, when I struck, but got up at once, and found I hadn't a bruise except a slight one on my right knee, which doesn't count. On the way down I was not troubled about it, but when I got up I found it was a lot of things, though, and I don't want to do it again, but I believe from my experience that a man could fall a great deal further than that without harming himself if he knew how to do it."

Mr. Lawrence landed on a brick pavement, and workmen and his assistants rushed up expecting to find the life crushed out of him. They could hardly believe he was unhurt. The first thing he did when he picked himself up was to send a man to the telegraph office to order another balloon.

There was only one thing that operated to make his fall easier, which was not due to his presence of mind. He fell so close to some telephone and telegraph wires that the netting that trailed behind him dragged upon them slightly and lessened his speed in the last forty feet.

On this platform, which is only thirty-two feet from the top of the building, Mr. Lawrence had been up to a height of 930 feet and had taken several pictures. He came down and started on another ascent.

George R. Lawrence, an adventurous Chicago photographer, who snap-shots the earth from a platform held up by a balloon, fell 200 feet in Chicago yesterday, with his car as a parachute, struck upon his feet and escaped without a scratch.

Used Platform as a Parachute to Break the Fall.

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# OIL STOCK

## Having Great Values!

### A SUPERIOR INVESTMENT WORTH HAVING.

#### A Great Company--a Great Property--a Great Management--with Magnificent Prospects,

# EASTERN CONSOLIDATED OIL CO.

Controlling Nearly 20,000 Acres of Rich California Oil Lands. Earning Dividends at the Rate of

2% Monthly, 6% Quarterly, 24% Annually,

On Your Investment at

## 25 CENTS PER SHARE.

OFFICERS AND DIRECTORS.

President, Hon. DANIEL N. MORGAN, Former Treasurer of the United States.

Vice President, Hon. EARNEST CADY, Former Lieut. Governor of Connecticut.

Hon. MILES V. PRESTON, Ex-Mayor of Hartford.

Hon. CHAS. J. NOYES, Ex-Speaker Massachusetts House of Representatives.

L. A. CORBIN, of White, Corbin & Co., Rockville, Conn.

California Oil Lands are World Renowned. Spoken of in Glowing Terms by the Press.

One well in Kern River, California, produces from 300 to 500 barrels of oil per day. Wells in other states produce 5 barrels a day.

California is destined to become the greatest oil-producing State of the Union. The oil has been well demonstrated in California, and the State is the only one in the world which has a large amount of oil lands under its jurisdiction. The oil will be made by the State, and the amount of oil produced will be such that the State will be able to supply the needs of the people. The oil will be made by the State, and the amount of oil produced will be such that the State will be able to supply the needs of the people.

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